

REMARKS

Applicants respectfully request consideration of the subject application. This Response is submitted in response to the Office Action mailed December 14, 2005. Claims 1-32 stand rejected. In this Amendment, claims 1, 14, 17 and 30 have been amended, claims 9-13 and 25-29 have been cancelled and claim 33 has been added. No new matter has been added.

Double Patenting

The Examiner has provisionally rejected claims 1-32 under the judicially created doctrine of obviousness-type double patenting as being unpatentable over claim 1-44 of U.S. Patent Application No. 10/008,254. Applicants are prepared to submit a Terminal Disclaimer in either the present application or U.S. Patent Application No. 10/008,254 to overcome the rejection upon issuance of either application.

35 U.S.C. § 102 Rejections

The Examiner has rejected claims 1-32 under 35 U.S.C. § 102(e) as being anticipated by Sultan (U.S. Patent No. 6,804,657, hereinafter “Sultan”).

Applicants respectfully submit Sultan fails to disclose, *inter alia*, as claimed in claim 1: “identifying opportunity data or forecast data corresponding to members of the organization, the opportunity data including at least an opportunity name, opportunity value and opportunity probability; calculating

forecast data from the opportunity data corresponding to members of the organization . . . ; enabling a forecast to be generated for members of the organization, wherein each forecast is generated based on forecast data of corresponding members according to the visibility rules; and enabling the members to modify the forecast data based on the revenue data or opportunity data of corresponding members.” Similar limitations are included in independent claims 14, 17, 25 and 30.

Sultan is directed to methods and systems for global sales forecasting. Original pipeline sales information can be entered by members of the sales force and tagged to the customer. The pipeline sales information may then be selectively modified to generate forecast sales information that is also stored and tagged. Sultan merely allows pipeline information and modified pipeline information (forecast information – see col. 7, lines 20-22) to be entered by the sales force.

Sultan does not disclose calculating forecast data based on an opportunity value and opportunity probability. In addition, Sultan does not disclose identifying opportunity or revenue data for each user, and allowing another member to modify forecast data based on the opportunity or revenue data to generate a modified forecast for the other member.

In contrast, embodiments of the present invention are directed to methods, machine readable mediums and systems that allow a user to enter opportunity or revenue data into the system. A forecast can be generated for a member of the

organization based on forecast data that is calculated from the opportunity and revenue data for certain members of the organization. The forecast data can be modified by the member to generate a modified forecast based on the opportunity and revenue data of the other members of the organization.

Thus, Sultan does not teach all of the limitations of independent claims 1, 14, 17 and 30. Claims 2-8, 15-16, 18-24 and 31-32 depend, directly or indirectly, from one of the foregoing independent claims. Applicant, accordingly, respectfully requests withdrawal of the rejections of claims 1-32 under 35 U.S.C. § 102(e) as being anticipated by Sultan.

Claim 33 is a system claim corresponding to method claim 1. Accordingly, claim 33 is patentable over the cited art for at least the same reasons as given above for claim 1.

Applicant respectfully submits that the present application is in condition for allowance. If the Examiner believes a telephone conference would expedite or assist in the allowance of the present application, the Examiner is invited to call Jennifer Hayes at (408) 720-8300.

Please charge any shortages and credit any overages to Deposit Account No. 02-2666. Any necessary extension of time for response not already requested is hereby requested. Please charge any corresponding fee to Deposit Account No. 02-2666.

Respectfully submitted,

BLAKELY, SOKOLOFF, TAYLOR & ZAFMAN LLP

Dated: March 14, 2006

12400 Wilshire Blvd.
Seventh Floor
Los Angeles, CA 90025-1026
(408) 720-8300

Jennifer Hayes
Reg. No. 50,845

